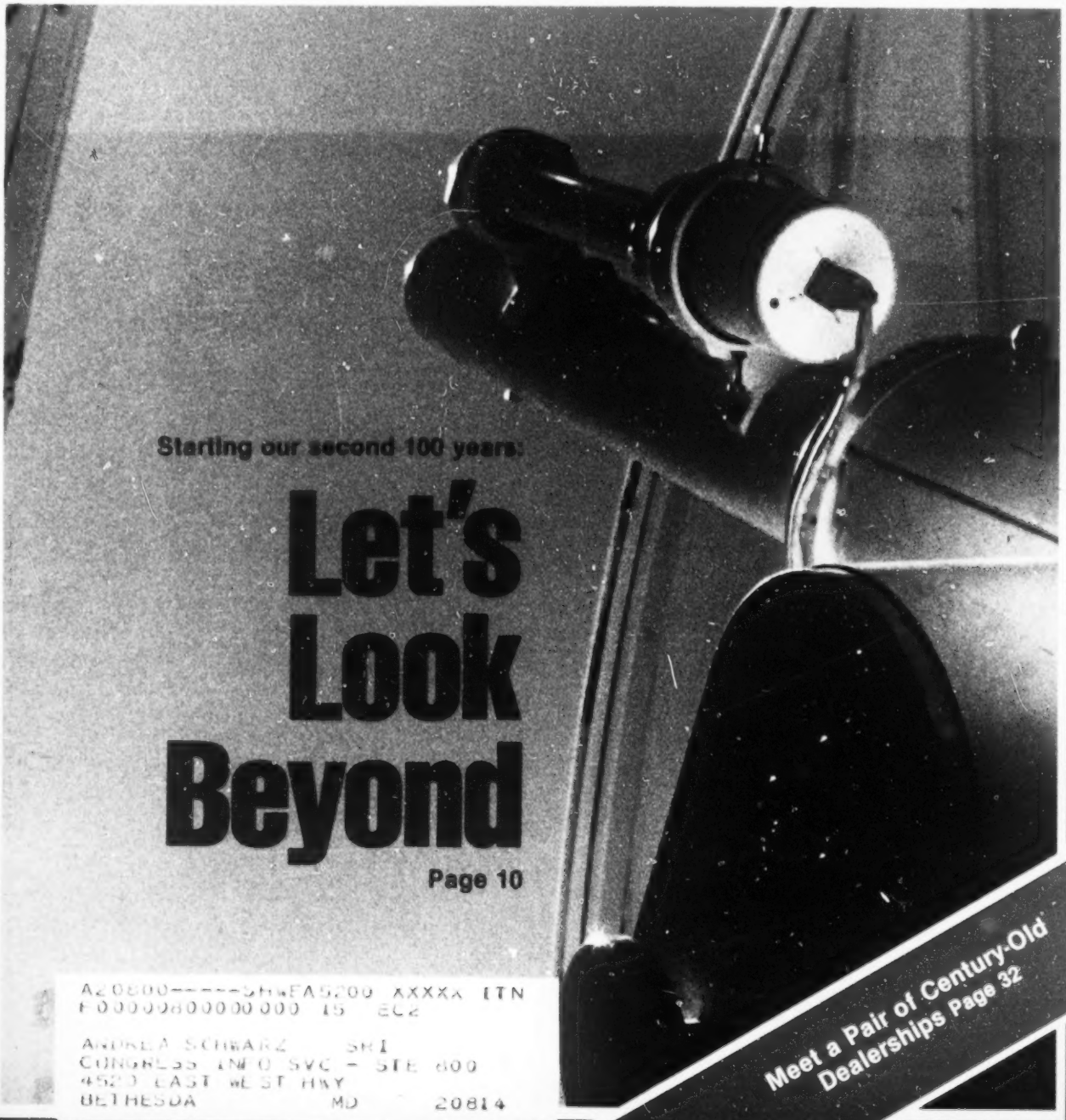
TWO DOLLARS

I&T 100 YEARS OF LEADERSHIP 1886-1986

Implement & Tractor

The business magazine of the farm and industrial equipment industry APRIL 1986



Starting our second 100 years:

Let's Look Beyond

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Meet a Pair of Century-Old Dealerships Page 32

I&T 100 YEARS OF LEADERSHIP 1886-1986

Implement & Tractor

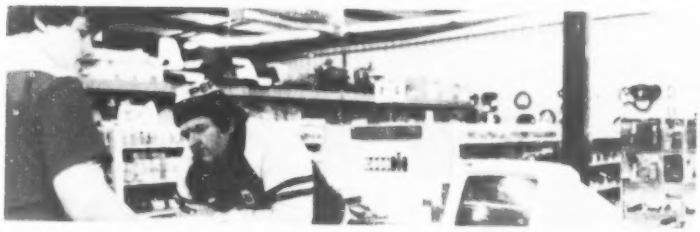
The business magazine of the farm and industrial equipment industry.

April 1986 • Vol. 101 • No. 6

Let's Look Beyond!

To prepare this 100th Anniversary special issue of I&T and kick off the magazine's second century, Editor Bill Fogarty asked some of the industry's brightest thinkers to share their visions of the future:

10: **Ray Dague:** As long as the dealer adds value...
12: **Dr. Lavon S. Fife:** Consolidations don't assure viability
12: **Emmett Barker:** Superfarm age? We're already there.
14: **Walter Vogel:** Dealers will need 'application engineers.'
16: **Tom Scott:** We aim to be the farmer's supermarket.
18: **Sam White:** Ascendancy of the independent dealer.
20: **Ray Koenig:** More varied, responsive dealers.
23: **Wade Newbegin:** The present distribution system will continue.
24: **Ed Walsh:** The bad dream (shop losses) won't go away.
26: **John Conrads:** Dealers and perceived reliability.
29: **The Parts Expert:** We can take some of that auto-truck parts market.



32: **Into Their Second Centuries.** Two immigrants from Germany came to Nebraska and founded dealerships in the 1880s. Their descendants have kept them going and prospering since then, and it's all history now. Longevity won't assure survival in today's climate, but management and planning will.

38: **How Dealers Are Changing Their Lines.** A report on the I&T For Dealers Only survey in which 193 dealers told what they handle and what they're planning to add and drop.

On the cover... As I&T passes its century mark, it's an appropriate time to look beyond the everyday concerns of this business and into its future.

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INTERTEC PUBLISHING CORPORATION

Why the Big Sales Jump in February?

After many lackluster months in which the only bright news was continuing improvement in sales of under-40-hp tractors from Japan, February retail unit volume showed increases in all product areas except forage harvesters.

One reason offered to I&T from dealer ranks: One of the major companies required that a substantial number of its dealers take machines into their rental fleets—whether they had rental operations or not.

Unit Retail Sales

	February			January-February		
	1986	1985	Pct. Change	1986	1985	Pct. Change
Farm Wheel Tractors:						
2-wheel drive						
Under 40 hp	2,460	2,187	+12.5	5,609	4,649	+20.6
40-99 hp	1,772	1,711	+ 3.6	4,226	4,450	- 5.0
100-139 hp	596	350	+70.3	1,006	1,238	-18.7
Over 140 hp	696	557	+25.0	1,884	1,685	+11.8
Total 2-wheel drive	**5,524**	**4,805**	**+15.0**	**12,725**	**12,022**	**+ 5.8**
4-wheel drive						
Under 200 hp	41	36	+13.9	111	131	-15.3
Over 200 hp	80	78	+ 2.6	284	220	+29.1
Total 4-wheel drive	**121**	**114**	**+ 6.1**	**395**	**351**	**+12.5**
Total All Tractors	**5,645**	**4,919**	**+14.8**	**13,120**	**12,373**	**+ 6.0**
S-P Combines	191	171	+11.7	813	913	-11.0
Balers (under 200-lb. bales)	151	133	+13.5	400	439	- 8.9
Forage Harvesters (shear-bar type)	35	56	-37.5	122	170	-28.2
Mower-Conditioners	195	192	+ 1.6	620	672	- 7.7

Hesston: Brenneman Is Out; President's Job to Mario Chessa

Howard Brenneman, president and chief executive officer of Hesston Corp., resigned Mar. 12 at a meeting in Paris, France, of the executive committee of the board of directors.

Mario Chessa, who had recently been named executive vice-president, commercial, was elected president and chief executive officer and appointed to fill Brenneman's vacancy on the board.

Other changes: Richard Hrdlicka, senior vice-president and general counsel, was given the additional job of vice-chairman of the board. Fred Scharer, vice-president, Woods Div., became executive vice-president, Woods Div.

MF Launches Club For Customers

Massey-Ferguson Inc. has launched the MF Club—open to owners of MF tractors, combines, balers, swathers and new implements.

Benefits include the opportunity to charge parts and service at participating MF dealers with the Sears Discover card, group insurance programs, travel services, discounts, clothing and other merchandise.

MF's Glenn Christians, who is managing the launch of the club, said that members will have access to a hotline which will be available to provide assistance in product and related matters. Annual membership fee is $25.

Ford-New Holland Deal: Phase One Is Completed

Ford Tractor Operations has completed the first phase of the deal by which Ford Motor Co. is acquiring New Holland from Sperry Corp. for Ford Tractor Operations.

The first phase covers four countries—the U.S., Canada, Belgium and Spain. This part of the acquisition includes Ford payment of $254 million in cash plus the assumption of $78 million in liabilities. The total transaction is to involve payment of $330 million and assumption of $110 in liabilities.

The rest of the deal is expected to be closed in stages between the end of March and September.

Canadian Sales: Tractor Volume in Similar Big Jump

February flash numbers from the Canadian Farm & Industrial Equipment Institute reflected even stronger jumps in tractor sales of some brackets, and perhaps for the same reason.

February tractor sales were up 56 per cent from 836 to 1,307 units. The biggest jump was in two-wheelers—from 187 to 547 units. For the year, total tractor sales were up 27 per cent from 2,006 units to 2,557.

Dealer sources told I&T that one manufacturer offered special discounts to dealers on late new units if older new units were moved, including into rental status, and that some dealers took the deal.

NFPEDA: Reno Meeting in 1986, Milwaukee in '87

The 1986 convention of the National Farm & Power Equipment Dealers Assn. is set for Aug. 24-28 at the MGM Grand at Reno, Nev.

Agritech 86, a trade show, will be held in conjunction with the convention at the same site. Andry Montgomery of Louisville, Ky., is organizer of the show.

For 1987, the convention and show are scheduled for Aug. 2-6 in Milwaukee. The Hyatt Regency and Marc Plaza hotels are sites for the convention and the MECCA exhibition facility for the show.

For further information about the convention, contact Jim Whitfield, NFPEDA, 314/821-7220; about the show, contact Marsha Woods, Andry Montgomery, 502/582-1672.

Briefly...

Walsh Mfg. Co., Charles City, Ia., has been bought by Richard Grunewald, its president, and Art White, its sales vice-president. New name for the company is Cedar Valley Products, but the Walsh brand name and most Walsh products will continue.

Mark Zimmerman has been named editor of Agricultural Engineering, published by the American Society of Agricultural Engineers, St. Joseph, Mich. Before his 16-year career as a staff editor for Machine Design magazine, Zimmerman was I&T's engineering editor.

U.S. farmers are using no-till techniques on 19.2 million acres this year, an increase of 7 per cent, according to *No-Till Farmer*. A state-by-state, crop-by-crop survey report on tillage practices is available for $100 from the publication at Box 624, Brookfield, Wis. 53008-0624.

Dickey-john Corp., producer of farm equipment electronic components, had sales in the first six months of fiscal 1986 (ended Dec. 31) of $17.3 million, compared with $19.1 million in the same 1985 period. Earnings, however, rose substantially from $75,000 to $600,000 for the six months.

FDO Survey Report

How Dealers Are Changing Their Lines

By Scott Nesbitt

■DEALERS MAKE lousy converts to the One-Line Gospel being preached by major farm machinery manufacturers.

That Gospel tells dealers their loyalty to one brand brings profit everlasting, and urges (within the limits of the law) that dealers cast out their off-color product lines.

Judging from the 193 returns received in the For-Dealers-Only survey on "Your Important Line Changes," the dealers are intent on sinning in the eyes of their majors.

The survey found that 80 of the dealers (41 per cent) carried two lines of tractors in 1985, and 105 other dealers, who were one-liners in 1985, had plenty of evil thoughts about adding another tractor line in 1986.

Yet it also found that both one-line and multi-line dealers were generally thinking of reducing the number of shortlines they carry in 1986, after having increased their shortline offerings between 1980 and 1985.

The table on "What Dealers Carry, Might Add or Drop" summarizes the responses received to the survey, which ran in the January, 1986, issue of *Implement & Tractor*. The survey asked dealers what they might add or drop, and doubtless some dealers checked some "might drop" boxes to describe situations where they were *being* dropped.

A second table, the "Box Score on Multi-Brand Dealers," shows how the 80 who now have two or more tractor lines have changed their offerings between 1980 and 1985, and projects a slight downturn in line-mixing for 1986. The box score did not include infrequently-mentioned brand names, which were included in the larger table, so the column totals disagree.

The merger scene

The recent wave of manufacturer consolidations seems to have generated several patterns among the 105 dealers we called one-liners.

Among the 20 Ford dealers, for example, were eight who said they might add New Holland in 1986, reflecting that recent manufacturer consolidation. In another group of eight dealers who had no tractors in 1985 were two who carried New Holland, and both might add Ford in 1986.

That merger apparently benefitted the manufacturers, but there were other cases where mergers don't seem as well received by dealers.

In the multi-line box score, for example, were 22 dealers who carried Deutz-Allis in 1985, and six of those might drop the line in 1986. Among the 27 multi-liners who had Case-IH in 1985 were four who might drop the line in 1986, though net loss of sales outlets would be only two since two other dealers might take on that line.

Again, these 1986 changes won't necessarily happen, and might reflect some dealers who expect to be dropped, not dealers dropping the lines they named.

Yet, the survey shows a lot of turbulence at the dealer level, meaning manufacturers will have to redouble efforts to keep their existing dealers happy. That applies especially to shortline manufacturers, who seem to be slipping in total number of sales outlets.

The big get bigger

Thumbing through the 193 cards revealed a pattern that's illustrated by the 36 Case-IH dealers: They might drop 11 shortlines while ad-

Box Score on Multi-Brand Dealers

The FDO "Line Changes" survey identified 80 dealers who carried more than one tractor line in 1985. Brand names mentioned less than twice are not included, so totals disagree with the summary table.

Tractor Line	Number of Multi-line Dealers Handling that Line: Carried in 1980	Carried in 1985	Might Add (+) Drop (−) Line in 1986	Result For 1986
Case-IH	IH → 20, Case → 14	27	+2 −4	25
Deere	4	6	+2 −1	7
Deutz-Allis	Allis → 17, Deutz → 5	22	+0 −6	16
Fiat-Hesston		8	+0 −2	6
Ford	14	21	+4 −1	24
Kubota	14	27	+5 −2	30
Long	7	7	+0 −1	6
Massey-Ferguson	12	6	+3 −1	8
Mitsubishi	3	3	+0 −0	3
SAME	3	2	+0 −1	1
Steiger	10	15	+2 −2	15
Versatile	9	6	+0 −3	3
White Farm	18	16	+2 −2	16
Zetor	0	2	+0 −0	2
Total for 80 dealers	150	168	+20 −26	162

ding 13 new tractor lines, including four for Ford, three for Kubota, and one each for Deere, Deutz-Allis, Massey-Ferguson, Steiger, Versatile and White Farm.

Another example is the 20 Ford dealers, who might add nine new shortlines, of which eight are New Holland, which means only one new shortline that falls outside the manufacturer's system. Against that one "real" shortline addition are six shortlines that might be dropped, for a net loss of five shortlines at Ford dealerships in 1986.

All told, there were 15 Ford dealers who might add New Holland, and deducting those 15 from the projected total of 318 shortlines for 1985 drops overall shortline sales outlets back to 303, exactly the number found in 1980.

But perhaps it's not all that grim. The survey named only seven shortlines, requiring dealers to write in the 52 other names that were mentioned.

Because the survey card stressed our interest in lines considered important by the dealers, it's likely we didn't pick up all the lines each dealer handled. Odds are good that a dealer who was planning to drop a particular line would have that name on his mind and forget other lines he handled, especially when filling out a survey about changes in his product offerings.

Another run through the cards showed another interesting pattern. Of the 193 dealers, only 24 carried a single brand of products in 1985, and 19 of the 24 said they might add one or more other lines in 1986. That would convert them from one-line adherents into the multi-line camp, and multi-line dealers seem comfortable handling lots of different brands.

If that's a valid trend, it would indicate a future in which most dealers run machinery "supermarkets," with room on their lots for several manufacturers. That offers little comfort for the preachers of the One-Line Gospel, but might lend some moral support for dealers who feel like straying from the doctrine.

The summaries presented here might whet the appetites of many readers, but we've run out of space to list things like the tractor lines most likely to be added or dropped, and the names of shortlines most mentioned by the dealers. So here's a...

Special Offer!

If you want more on the line changes survey, put your request, plus your mailing address, in a letter to Implement & Tractor, Editorial Dept., P.O. Box 12901, Overland Park, KS 66212. Enclose $2 to cover duplication and mailing costs, and we'll send you a 12-page (or more) report, that will include any dealer responses not received by publication deadline.

And dealers, don't forget there's another For Dealers Only survey inside the front cover of this month's I&T. Take a minute, fill it out, and drop it in the mail. If you have any suggestions for topics FDO should cover, please jot a note on the survey. □

What Dealers Are Carrying, Adding and Dropping

Table summarizes 193 dealers' responses to an FDO survey on "Your Important Line Changes" from the January, 1986, Implement & Tractor magazine. While the data are meaningful, the self-selection and mail-in survey method do not produce statistical significance.

Type of Dealer (By full line carried in 1985)	Number in Group	Tractor Sales Outlets: Lines Carried in 1980	Tractor Sales Outlets: Lines Carried in 1985	Tractor Sales Outlets: Might Add (+) New Line Drop (−) Old Line in 1986	Tractor Sales Outlets: Resulting Lines Carried in 1986	Shortline Sales Outlets: Shortlines Carried in 1980	Shortline Sales Outlets: Shortlines Carried in 1985	Shortline Sales Outlets: Might Add (+) A Line Drop (−) A Line in 1986	Shortline Sales Outlets: Resulting Shortlines in 1986
Case-IH	36	40	36	+13 −0	49	66	61	+2 −11	52
Deere	23	23	23	+2 −0	25	25	24	+1 −8	17
Ford	20	20	20	+3 −0	23	42	46	+0 −0	49
Deutz-Allis	13	15	13	+1 −1	13	15	17	+3 −2	18
Massey-Ferguson	7	9	7	+1 −1	7	7	10	+3 −1	12
White Farm	6	5	6	+1 −2	5	11	11	+1 −0	12
Sub-total	105	112	105	+21 −4	122	166	169	+10 −28	160
Two full lines or more	34	73	79	+13 −16	76	61	69	+5 −7	67
One full line plus partials	46	81	99	+8 −11	96	62	75	+12 −11	76
No full tractor line	8	4	0	+4 −0	4	14	12	+3 −0	15
Sub-total	88	158	178	+25 −27	176	137	156	+20 −18	158
Total—all dealers	193	271	283	+46 −31	297	303	325	+30 −46	319

Auction Prices

Asterisk beside price indicates highest bid offered on tractors that were not sold.

JONES FARM EQUIPMENT CO.
Dothan, Ala.
Jan. 24 & Feb. 11, 1986

ALLIS-CHALMERS TRACTORS
7030, 1974 (Good) 6000*
5020, Idr., 1978 (Good) 3000
6080, 1982 (Excellent) 7200

CASE TRACTORS
1570, cab, duals, 1976 (Fair) 4200
1070 diesel, 1976 (Good) 3100*
970, 1970 (Good) 5000

DAVID BROWN TRACTOR
885, 1978 (Excellent) 3400

FORD TRACTORS
Dexta, 1962 (Fair) 1000
Dexta, 1958 (Fair) 1350
9N, 1941 (Good) 1000
901, Select-O-Speed, 1958 (Fair) 950*
841, 1956 (Rough) 1875*
801, 1957 (Good) 2100
7600 diesel, canopy 1976 (Good) 4400*
7000, 1976 (Fair) 3700
7000, 1973 (Rough) 3000
6600, 1980 (Excellent) 6400
5000, 1969 (Fair) 3600
5000 diesel, 1967 (Good) 5300*
5000 diesel, 1967 (Rough) 2975
5000, 1965 (Rough) 3750
5000, 1965 (Good) 3900*
4000, 1965 (Good) 3900*
4000, (Good) 4200*
4000 diesel, (Fair) 1700
4000 diesel, 1970 (Good) 3000
4000 diesel, 1970 (Good) 3500
4000, 1966 (Fair) 2750
3000 diesel, 1974 (Good) 2900
3000 diesel, 1974 (Good) 2950
3000, 1972 (Good) 3650
3000 diesel 1971 (Fair) 2450
3000 diesel, 1970 (Fair) 2600
3000 diesel, 1970 (Fair) 3000
3000 diesel, 1968 (Fair) 2950
3000 diesel, 1967 (Excellent) 4100
3000, 1966 (Fair) 2600
3000, 1965 (Fair) 3100
3000 diesel, 1965 (Good) 3500
2600 diesel, 1978 (Good) 4900*
2000, 1974 (Good) 2000
2000, 1971 (Excellent) 3600*
2000, 1965 (Good) 2100*
2000 diesel, 1965 (Excellent) 3600

MASSEY-FERGUSON TRACTORS
1155, 1973 (Good) 4500*
1130, 1975 (Good) 5500
1085, 1974 (Good) 4300
282, 1984 (Excellent) 7500*
265, 1976 (Excellent) 4800
255, 1975 (Excellent) 4400
245, 1977 (Good) 4075
175 diesel, 1973 (Rough) 2500*
175 diesel, 1968 (Good) 3900
175 diesel, 1964 (Rough) 2400*
165, 1965 (Fair) 2350
165, 1964 (Fair) 3650
165 diesel, 1964 (Rough) 2050
150, 1958 (Fair) 1450
135 diesel, 1974 (Good) 2950
135, 1967 (Fair) 2750*
35, 1960 (Good) 1700
35, 1958 (Rough) 1650

INTERNATIONAL HARVESTER TRACTORS
B414 diesel, 1968 (Good) 1100
1586, 1978 (Fair) 7000
1586 diesel, cab, 1976 (Rough) 5000
966 diesel, 1973 (Good) 3800
886 diesel, canopy, 1977 (Good) 4400*
784 diesel, cab, 1983 (Good) 6000
784 diesel, cab, 1980 (Good) 5800*
784 diesel, cab, 1979 (Good) 5800*
784 diesel, canopy, 1978 (Good) 6400*
784 diesel, cab (Excellent) 4600*
674 diesel, 1977 (Excellent) 3500*
674 diesel, 1976 (Excellent) 3800*
674 diesel, canopy, 1975 (Good) 3550
674 diesel, cab, 1974 (Good) 4250*
674 diesel, cab, 1974 (Excellent) 4600*
666, 1972 (Good) 3800*
Cub, mo., 1949 (Good) 1075
Cub, 1948 (Rough) 150*
Cub, 1947 (Fair) 1000
574 diesel, cab, 1978 (Good) 5000*
574 diesel, cab, 1977 (Excellent) 4500*
574 diesel, 1976 (Good) 4000
574 diesel, 1975 (Good) 4300*
574 diesel, canopy, 1973 (Good) 4400*
574 diesel, 1970 (Good) 4000*
544 diesel, 1969 (Good) 3400
544 diesel, 1968 (Good) 3400
484 diesel, cab, 1978 (Excellent) 5400*
454 diesel, 1973 (Excellent) 4100
454 diesel, canopy, 1973 (Excellent) 4300*

JOHN DEERE TRACTORS
4840 diesel, duals, cab, 1978 (Excellent) 22,000
4520 diesel, canopy, 1969 (Good) 3850
4020 diesel, 1969 (Good) 3500
3130 diesel, 1965 (Good) 6100*
3120, 1966 (Good) 2700
2940, 1980 (Good) 8100
2750 diesel, 1983 (Excellent) 9000
2640, 1976 (Good) 4100
2130 diesel, cab, 1976 (Excellent) 6300*
2130 diesel, 1977 (Good) 4700
2130 diesel, 1975 (Good) 4500*
2130 diesel, cab, 1973 (Good) 6100*
2130 diesel, cab, 1973 (Good) 6250*
2030 diesel, 1974 (Good) 4400*
2030 diesel, 1974 (Good) 4800*
2030 diesel, 1973 (Good) 4300*
2030, 1972 (Excellent) 4000*
2020, 1968 (Good) 3600
2010, 1963 (Rough) 1400
1120 diesel, 1973 (Fair) 3200*
1020, 1965 (Good) 2500*

LONG TRACTOR
445, (Good) 1900

OLIVER TRACTORS
1355 diesel, 1971 (Good) 1500
1650 diesel, 1966 (Fair) 2250

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Snap-tite INC.
Quick Disconnect Division
Union City, PA 16438

Write In (23) on Reply Card

YODER & FREY, INC.
Archbold, Ohio
February 11, 1986

INTERNATIONAL HARVESTER TRACTORS

A, cult., 1950 (Fair) 925*
A, cult., 1950 (Rough) 850
Cub 154, 1974 (Fair) 2100
Cub 154, 1973 (Fair) 1800*
Sup-A, cult., 1954 (Fair) 1400*
H, ldr., ... 450
H, 1944 (Rough) 440
H, 3-pt. 1946 (Fair) 925*
H, 1951 (Fair) 600*
H, 19 '8 (Fair) 650
H, 19- 3 (Fair) 420*
H, 1950 (Fair) 550*
M, 1948 (Fair) 625*
M, 1945 (Rough) 550*
M, 1949 (Rough) 575*
M, 1947 (Fair) 700*
M, 1949 (Fair) 700*
Sup. M, 1953 (Good) 900*
Sup. M, 1954 (Fair) 675*
Sup. C, mo., 1954 (Fair) 700*
Sup. C, 1953 (Fair) 775*
100, cult., 1955 (Fair) 1550*
100, cult., 1955 (Fair) 1400*
300, 1957 (Fair) 750
354, 1972 (Fair) 2950
400, 1956 (Fair) 900*
2404, ldr., 1963 (Rough) 2300
460 diesel, 1961 (Rough) 1050*
504 diesel, 1967 (Fair) 2700*
504, 1975 (Fair) 1650
560 LP, 1959 (Fair) 1300
644 diesel, 1973 (Good) 5700*
656, 1970 (Fair) 2800
656 diesel, 1970 3550
666, 1974, (Good) 4300*
666 diesel, 1974 (Good) 5700*
674, ldr., 1975 (Good) 6700*
706, 1964 (Rough) 3300
706 diesel, 1964 (Fair) 2000*
706, 1964 (Fair) 2300*
756 diesel, 1970 (Good) 6250
756, 1967 (Good) 4050*
756, 1968 4400
766, 1970 (Rough) 3100*
766, 1974 (Fair) 5000*
766, 1974 (Fair) 5250*
806, 1964 (Good) 3650
806 diesel, 1965 (Good) 3600*
806 diesel, 1967 (Fair) 3300*
806 LP, 1965 (Rough) 1750*
806, 1965 (Fair) 2700*
806 diesel, 1965 (Fair) 4600
806 diesel, 1963 (Fair) 4800*
806 diesel, 1965 (Fair) 3500*
826, 1970 (Fair) 4475
826, 1970 (Fair) 4400*
826 diesel, 1970 ..... 4400*
856 diesel, 1970 (Good) 5100*
856 diesel, 1970 (Fair) 4750*
856 diesel, 1970 (Good) 5000*
856 diesel, 1968 (Good) 4500*
966 diesel, 1973 (Good) 5500*
966, 1973 (Fair) 5500*
966, 1974 (Fair) 6000
966 diesel, 1975 (Fair) 4500*
1066 diesel, 1975 (Good) 6250*
1066, 1975 (Fair) 6100*
1066, 1975 (Good) 6500*
1066 diesel, 1975 (Excellent) 7800*
1066 diesel, 1974 (Good) 7300*
1066 diesel, 1974 (Fair) 5350
1066 diesel, 1974 (Fair) 5400*
1086 diesel, 1978 (Good) 9100*
1206, 1965 (Fair) 3850*
1256 diesel, 1969 (Fair) 2900*
1256, 1970 ..... 3100*
1256, 1970 (Good) 4800*
1466, 1953 (Rough) 750
1468 diesel, 1975 (Good) 5100*
1466, 1972 (Good) 6200*
1466, 1975 ..... 6800*
1456 diesel, 1970 (Fair) 6000*
1566, 1971 (Good) 7300*
1586 diesel, 1977 (Fair) 9600*
1586, 1978 (Fair) 7100*

FORD TRACTORS

8N, 1950 (Fair) 800*
8N, 1952 (Fair) 1300*
8N, 1947 1100
8N, 1948 (Fair) 1150*
8N, 1950 (Fair) 1450
8N, ldr., 1952 (Fair) 1575*
9N, 1943 (Fair) 925
9N, 1951 (Fair) 950
9N, 1944 (Fair) 850*
9N, 1943 (Rough) 700
9N, 1944 (Rough) 800*
9N, 1942 (Rough) 750*
600, 1958 (Rough) 1850
841, 1957 ..... 1950*
3000 diesel, 1969 (Fair) 2700*
4000, 1965 (Fair) 2950*
5000 diesel, 1972 (Good) 5300
5000 diesel, 1974 (Good) 4800*
5000 diesel, 1965 (Rough) 2900*
5000, 1968 (Fair) 4700*
7000 diesel, 1972 (Fair) 5900*
6700, 1977 (Good) 6550*
9700, 4WD, 1978 ..... 7850*
Jub., ldr., 1954 (Fair) 2200*

DEUTZ TRACTORS

D6006, (Fair) 4500*
D10006, (Fair) 5000*

ALLIS-CHALMERS TRACTORS

B, mo., 1948 (Fair) 1500
WD-45, 1953 (Rough) 750
WD-45, 1954 (Fair) 550
WD-45, 1955 (Fair) 775
D-17, 1966 (Fair) 1000
D-17, 1967 (Fair) 1900*
D-21, 1967 (Fair) 2300*
185 diesel, 1976 (Fair) 3450
190 diesel, ... 2250
190XT diesel, 1970 (Fair) 3300*
190XT, 1968 (Good) 2700
7000, 1977 (Fair) 6200*
7060, 1977 (Good) 7750
7060, 1976 (Fair) 8400
7080, 1975 (Fair) 8600
7580 diesel, 1979 (Good) 9500*

OLIVER TRACTORS

1650 diesel, ldr., 1966 (Good) 5000*
1650 diesel, 1965 (Good) 2500*
1755 diesel, 1973 (Fair) 2700
1850 diesel, 1966 (Rough) 1900*
1850 diesel, 1967 (Fair) 2500*
1850, 1965 (Fair) 1950*
1855 diesel, 1973 (Good) 4100*
1855 diesel, 1973 (Good) 4000*

WHITE TRACTORS

2-70 diesel, 1978 (Good) 4900*
4-150, 1975 (Fair) 5650

JOHN DEERE TRACTORS

A, 1949 (Fair) 200*
B, 1946 (Fair) 500*
B, 1950 (Rough) 600
50, ... 500
60, 1956 (Fair) 1025
60, 1954 (Fair) 950*
60, ldr., 1955 (Fair) 1200*
530, 1957 (Good) 1500*
720 diesel, 1957 (Fair) 1000*
1520, ldr., 1971 (Good) 5150*
2440 diesel, 1978 (Fair) 5800*
2840 diesel, ldr., 1978 (Good) 9000*
3010 diesel, 1962 (Fair) 2800*
3020, 1965 (Good) 4500*
3020, 1967 (Fair) 2200*
3020, 1967 (Good) 3100
4010 diesel, 1963 (Fair) 3400

(More...)

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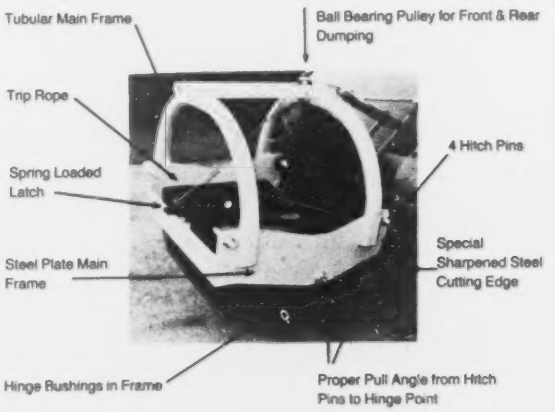
Does the scoop you sell have these features? If not, sell VASSAR SCOOP-EZY the scoop with all the necessary features.


Tubular Main Frame
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Spring Loaded Latch
Special Sharpened Steel Cutting Edge
Steel Plate Main Frame
Hinge Bushings in Frame
Proper Pull Angle from Hitch Pins to Hinge Point

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Midi-Category "1"
Maxi-Category "2"

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Auctions

(continued)

4010 diesel, 1962 (Good)	4300*
4010,	2650
4010 diesel, 1961 (Fair)	3200
4010 diesel, 1963 (Fair)	3100*
4010 diesel, 1962 (Good)	3200*
4010 diesel, 1961 (Fair)	3800*
4010 diesel, 1962 (Fair)	3825
4020, 1967 (Fair)	3000*
4020 diesel, 1966 (Fair)	5000*
4020 diesel, 1968 (Good)	5500*
4020 diesel, 1965 (Fair)	4600*
4020 diesel, 1966 (Good)	6200*
4020, 1970 (Good)	6900*
4020, 1966 (Fair)	3300*
4020 diesel, 1967 (Good)	5900*
4020 diesel, 1966 (Fair)	4800*
4020 diesel, 1970 (Fair)	6300*
4030 diesel, 1974 (Good)	9100*
4230 diesel, 1974 (Good)	8800
4320, 1971 (Good)	4350*
4320, 1972 (Good)	7300*
4430 diesel, 1977 (Excellent)	12,250*
4430 diesel, 1973 (Good)	11,500*
4430 diesel, 1975 (Good)	9900*
4430 diesel, 1975 (Fair)	11,750*
4630, 1976 (Good)	11,000*
FERGUSON & MASSEY-FERGUSON	
TE-20, 1944 (Rough)	975*
TO-20,	425
TO-30, 1951 (Rough)	725
30, 1950 (Fair)	1050
35 diesel, 1955 (Fair)	1200
35 diesel, 1962 (Rough)	2100*
65 diesel, 1961 (Rough)	1025
65 diesel, 1960 (Fair)	2000
65 diesel, 1960 (Fair)	1600
85, 1960 (Good)	1300*
Sup. 90 diesel, 1962 (Good)	1600*
135 diesel, 1970 (Rough)	2400*
165 diesel, 1969 (Rough)	2400*
240, 1985	7100*
240, 1985	7100*
1100, 1967 (Rough)	2400*
1100, 1967 (Rough)	1600*
1105, 1978 (Good)	5500*
1135 diesel, 1976 (Fair)	5150
1805, 1975 (Good)	6500
CASE TRACTORS	
VC, 1947 (Good)	220
VC, 1949 (Rough)	235
930 diesel, 1965 (Fair)	2900*
930 diesel, 1962 (Fair)	1250
970, ldr., 1971 (Fair)	6500*
1070 diesel, 1976 (Fair)	4200
1270, 1975 (Fair)	5300*
1370 diesel, 1976 (Fair)	6400
1370, 1977 (Rough)	3500*
1470, (Rough)	4600*
1690, (Good)	10,000*
MASSEY-HARRIS TRACTORS	
44, 1950 (Fair)	435*
MINNEAPOLIS-MOLINE TRACTORS	
U-302 LP, 1970 (Rough)	2100*
G-1000, 1971 (Fair)	2200*
UB,	500

NOTES:
Prices reported are for individual sales at wholesale on an "as is," "cash and carry" basis. Prices reported are not averages.

Condition Classifications:

EXCELLENT: Engine in perfect condition, 400 to 600 hours of use. Rubber—80% tread remaining, no breaks or cracks. Paint—original and bright. General appearance: excellent.

GOOD: Engine in good running condition. Rubber—70% tread remaining, no breaks or cracks. Paint—original or a good repaint job. General appearance: good over-all.

FAIR: Engine possibly in need of a minor overhaul. Rubber—60% tread remaining, some cracking evident in sidewalls. Paint—only fair, weathered and some rust apparent. General appearance: worn, some dents, minor parts (gage covers, etc.) missing or broken.

ROUGH: Engine obviously in need of a major overhaul. Rubber—smooth. Paint—scarred, weathered, rusty. General appearance: dents, ruptures, broken parts, loose wires, components (such as lights) broken, missing or inoperative.

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GOOD NEWS!

CASE-INTERNATIONAL ROTARY COMBINE DEALER

Finally there is a rotary bar that will out-last the harvest! Made from solid chrome-alloy they'll out-last conventional bars 2 to 1. We guarantee them against wearing out for one (1) year or 500 hours.

Bars shown: 590 hours
1440-1470 75,000 bushels of peas, wheat & barley
Owner: Marie Colyar—Endicott, WA

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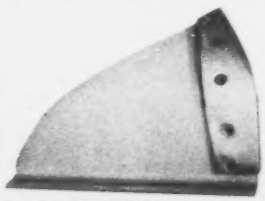
PRICE COMPETITIVE WITH GOOD MARGINS



Impellor shown: 350 hours
1440-1470 50,000 bushels of peas, lentils, grass seed, wheat and barley
Owner: Rich Baden—Spangle, WA

More Good News! Chrome-alloy impellor blades welded to backing plates will out-last original equipment impellor blades 3 to 4 times. Save time and money, and improve combine performance with these superior impellor blades!

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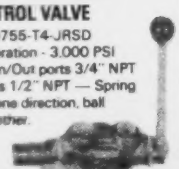
$12.50 ea.
- 4 bolt mount
- Steel frame base, molded vinyl cover, super soft cushion.
- 16 3/4" wide - 1/2" deep - 6" high back

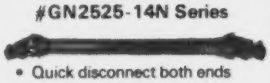
TWISTED CHISEL SPIKES
Sug. List $11.79 ea.
$3.90
- Heat treated for extra strength and longer wear life.
- Size 3/8" thick, 3" wide, 22" long
- 4 hole on 2 1/4" centers - for #3 head 1/2" dia. plow bolt.

BRAND DIRECTIONAL CONTROL VALVE
- Model AO755-T4-JRSD
- 4 way operation - 3,000 PSI
- 18 GPM In/Out ports 3/4" NPT Work ports 1/2" NPT — Spring centered one direction, ball detent in other.



Sug. List $84.50
$36.00 ea.

WEASLER PTO SHAFT #GN2525-14N Series



- Quick disconnect both ends
- 6 spine x 1 3/4" bore
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- Rated up to 40 H.P.

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